

THE TERRY

# Penfiller

TRADE

MARK



AND THE IMMEDIATE MARKET FOR 50,000,000 SALES





Over  
50,000,000  
FOUNTAIN  
PEN USERS

EVERY ONE A LIVE

Terry Penfiller Prospect  
TRADE MARK



An opportunity to get your share of this business—  
Your share of these profits

TERRY PENFILLER CO.

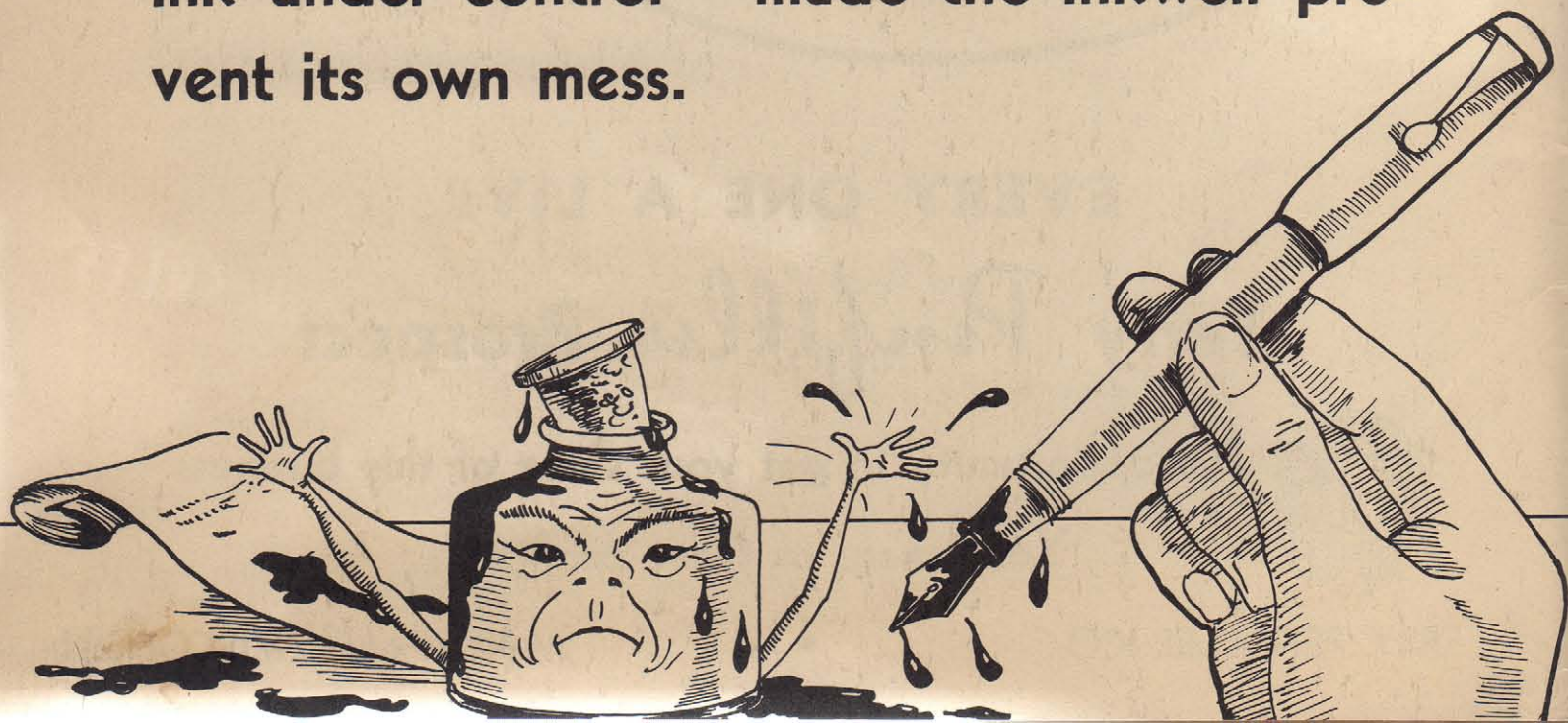
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JANESVILLE, WISCONSIN



# WHY the TERRY PENFILLER

Ever since fountain pens were invented— inventors have tried ways and means to make them “mess-proof”—convenient to fill. They tried to make the filling mechanism make up for the inadequacy of the ink supply. No matter how perfect the pen filling mechanism—it still had to be immersed in ink. The ink had to go somewhere—so it usually went wherever ink likes to go, over fingers, desks, papers, etc. Hence Mr. Terry put the ink under control—made the inkwell prevent its own mess.

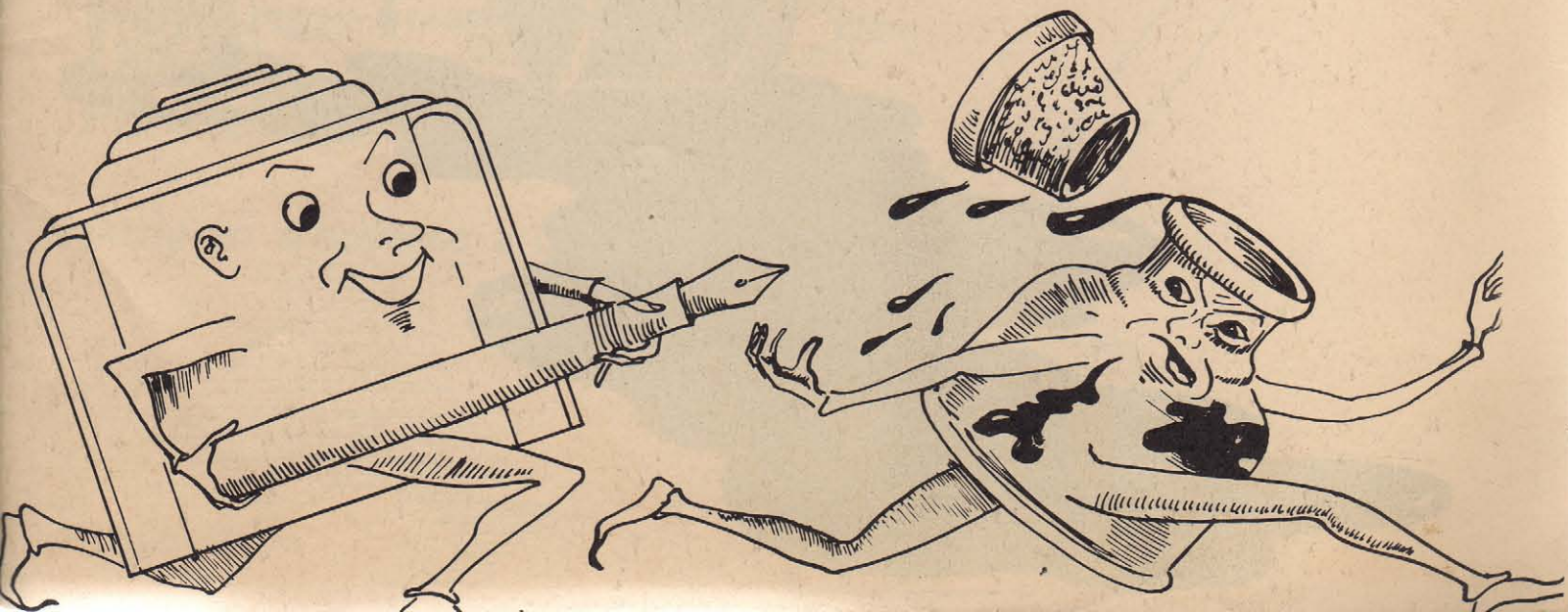




# THE WHY OF TRANSPARENT FOUNTAIN PENS

Transparent fountain pens were invented because pen owners have long complained about pens running dry. Just analyse this! Pens run dry because no one would think of filling a fountain pen until it was absolutely necessary — pen filling was such an annoyance. So pen makers made transparent pens — in order that pen users might see that the pen *had* to be refilled before the pen ran completely dry.

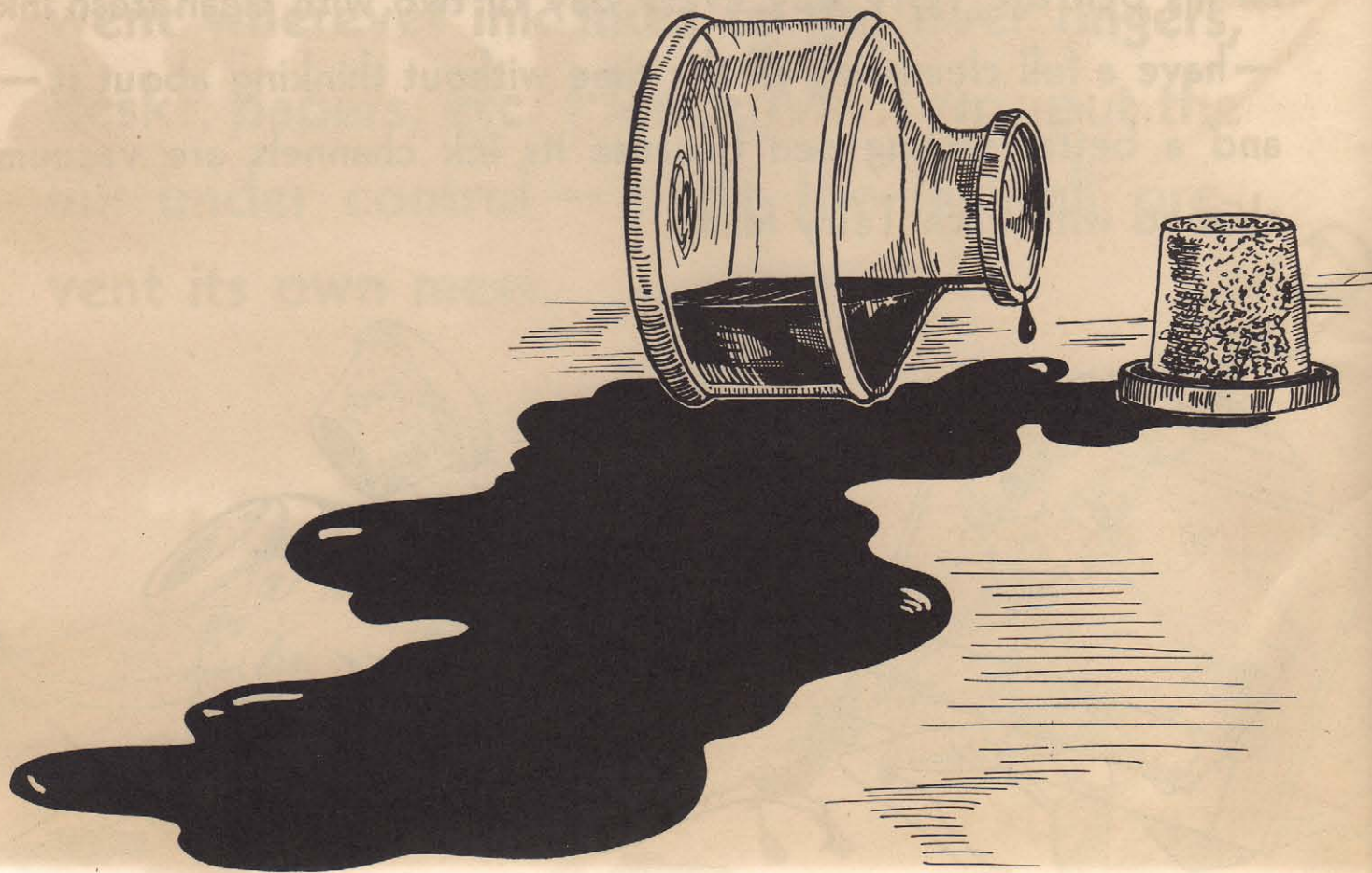
While transparent pen barrels show when the pen is empty they do nothing about the mess of pen filling. Only a Terry Penfiller attacks the real problem. It makes fountain pen filling so easy, quick, clean and simple that any pen owner is glad to fill his pen the Terry way every day or two with clean fresh ink — have a full clean pen all the time without thinking about it — and a better writing pen because its ink channels are vacuum cleaned with each Terry filling.





## PUTTING INK UNDER CONTROL

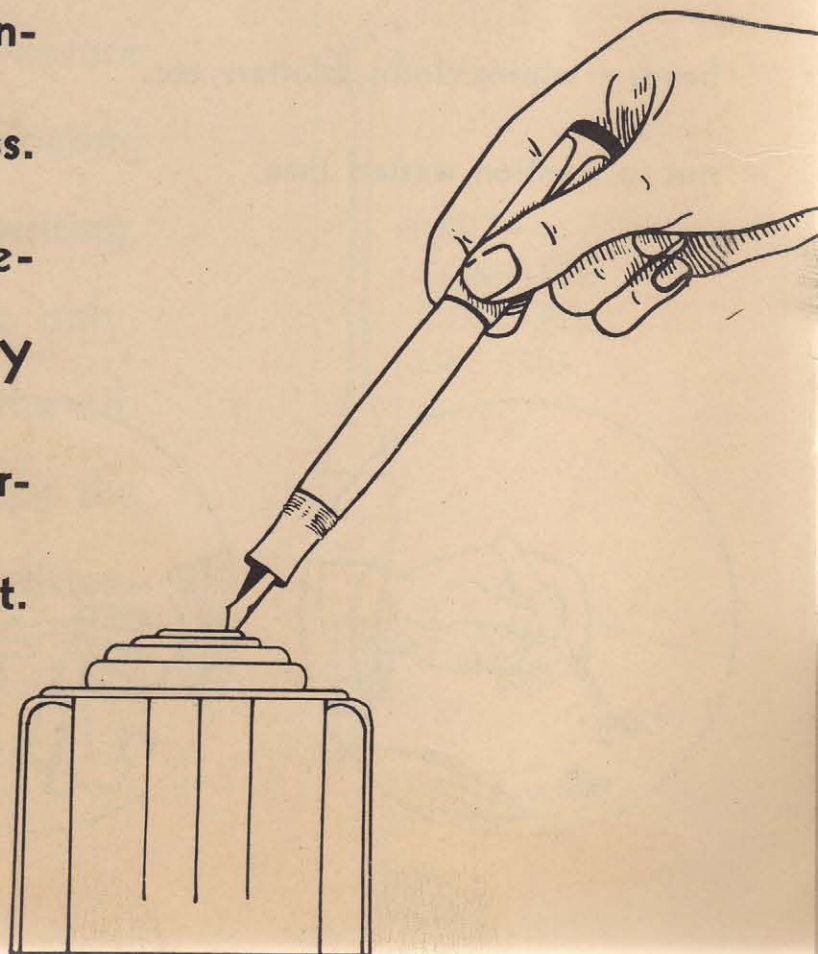
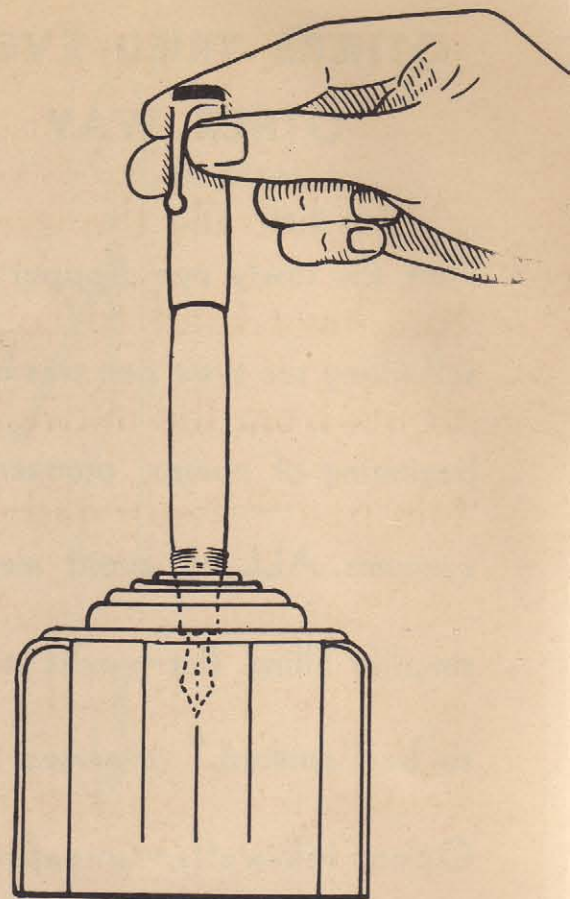
Altho literally thousands of inventors have tried to control the flow of ink from the inkwell to the fountain pen — every gadget attempted did not stop ink from getting all over the shank of the pen, or prevented ink from spilling.





## AT LAST THE ANSWER

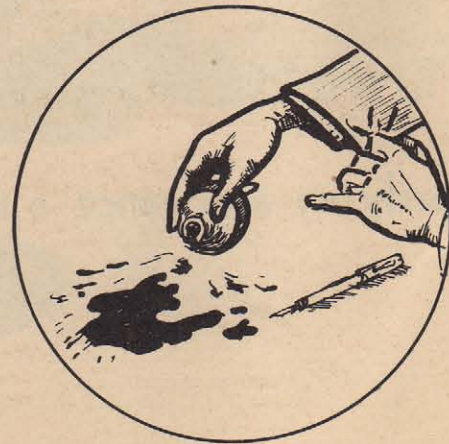
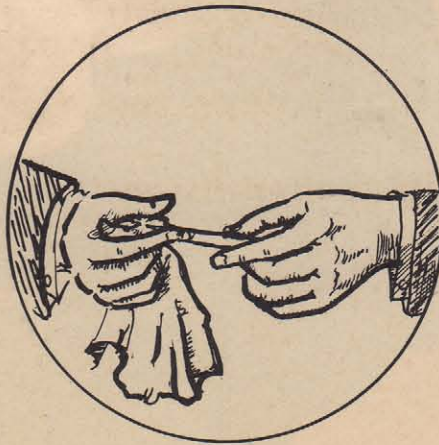
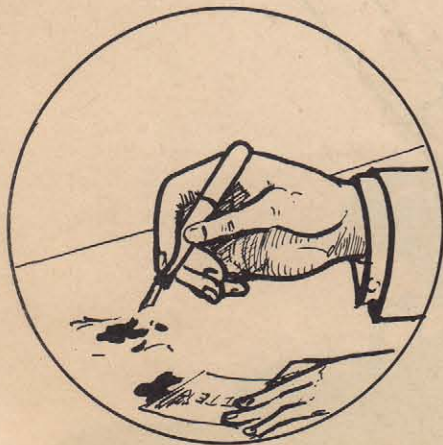
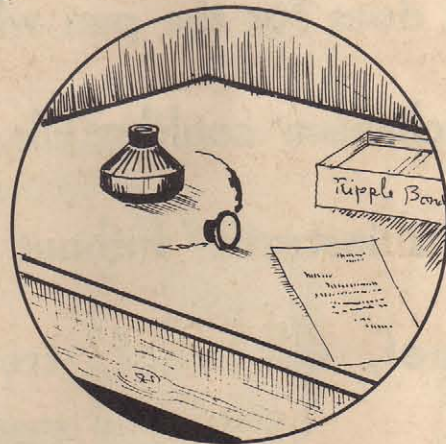
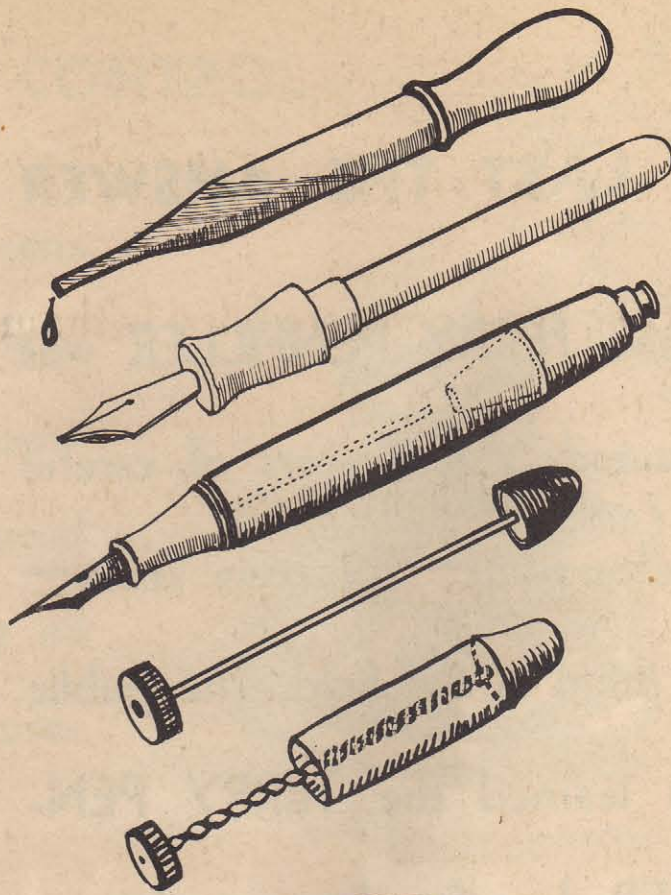
So the TERRY PENFILLER was perfected. After years of careful development—rigorous tests—time tried in the field. The public soon learned the TERRY PENFILLER does for the pen what no pen mechanism could—fills fountain pens instantly without mess. Soil-proof, ink-proof, trouble-proof, mess-proof. The TERRY PENFILLER makes what was formerly an annoyance a mere incident.





## OTHERS TRIED EVERY OTHER WAY

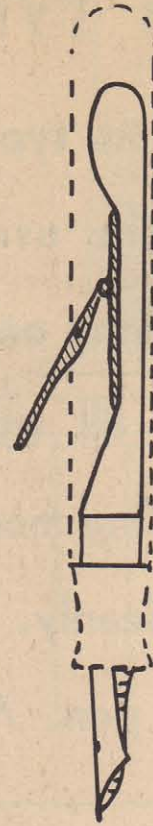
From the lowly eye-dropper to the self-filling sac type pen was but the beginning of pumps, plungers and vacuums. ALL to avoid mess—to simplify filling. But—pens still had to be “dunked,” *immersed in ink*. Open ink-wells—uncapping—uncorking—rolling corks—soiled hands—wiping cloths, blotters, etc. not to mention wasted time.



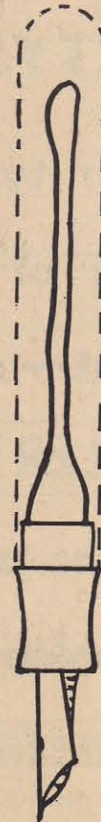


## SAC TYPE PENS

Sac type pens are filled without the use of their own mechanism. Just a simple light pressure. A downward stroke of about one quarter inch. Release, and the TERRY PENFILLER does the rest. Fills it more completely than the pen's own mechanism. Eliminates sucking in of air, prevents a higher pressure of air above the ink eliminating leaking and blotting at first writing. Fills at atmospheric pressure only. Vacuum cleans and flushes the nib — all at the same time. Keeps the pen in perfect writing condition.



NOT  
PARTIAL,  
LIKE THIS



BUT —  
COMPLETE  
COLLAPSE,  
LIKE THIS



## VACUUM TYPE PENS

Sacless or Vacuum type pens are also filled without the use of their own mechanism, requiring only three to four light strokes to fill with the TERRY PENFILLER. Filling more quickly, conveniently and cleanly. Vacuum cleans and flushes the pen. Avoids spilling ink.

ONLY 3 TO 4  
GENTLE STROKES  
TO FILL  
VACUUM TYPE PENS

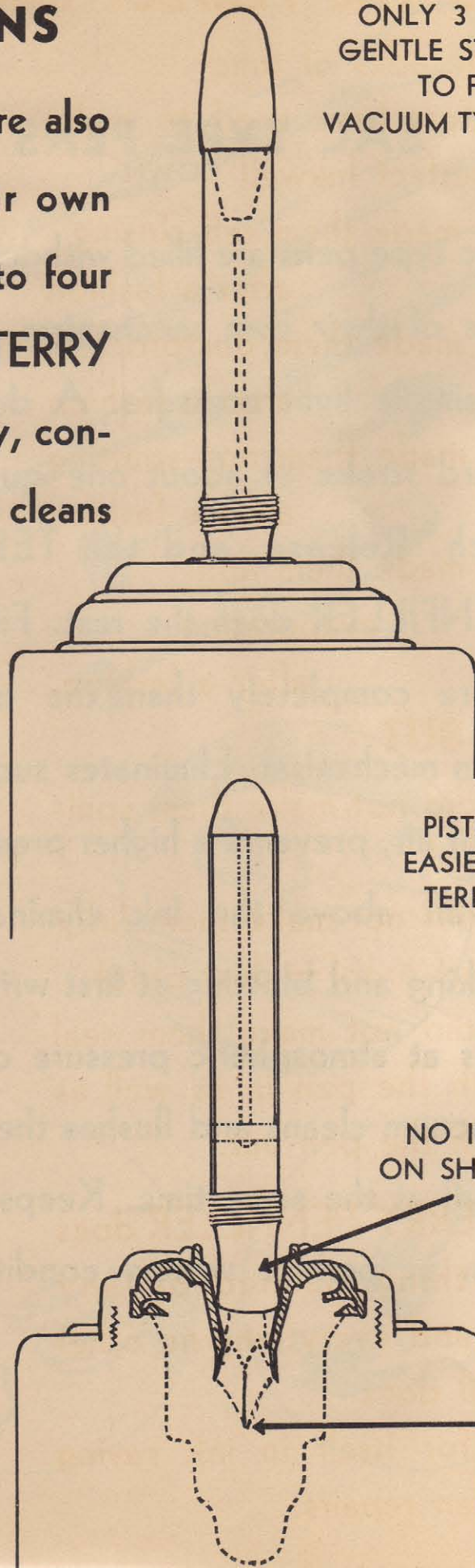
## OTHER TYPES

Piston, plunger type pens require the use of the pen mechanism. But—only the TERRY PENFILLER keeps the ink away from the pen shank—eliminates "dunking"—protects the pen point from injury, and avoids spilling ink.

PISTON TYPE  
EASIER TO FILL  
TERRY WAY

NO INK  
ON SHANK

PEN POINT  
FULLY  
PROTECTED





## PLUS THE PERFECT INKWELL

For decades of time  
Inventors have tried to make  
the perfect Inkwell

They made them self closing  
after a fashion

They made them dustproof  
after a fashion

They made them non-spurting  
after a fashion

They made them non-  
evaporating  
after a fashion.

### BUT

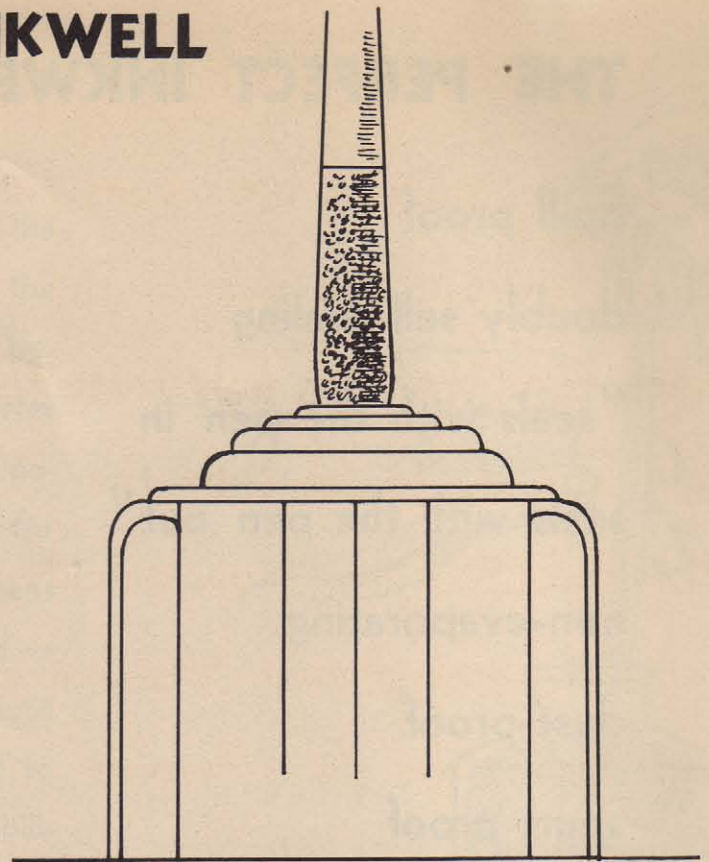
they did not make them spill-  
proof

they did not make them *fully*  
spurt-proof—dust proof

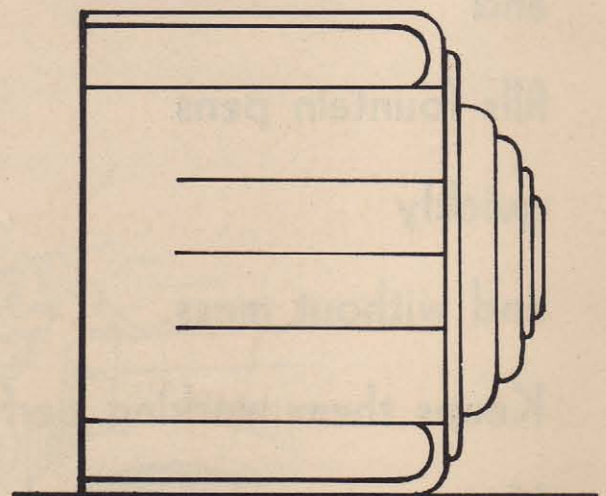
they did not make them seal  
with the pen *in* as well as  
with the pen *out*.

The TERRY PENFILLER does  
everything claimed by any  
other and everything no other  
inkwell does

Pays for itself in ink saving  
and pen repairs.



BEST FOR ANY PEN



WILL NOT SPILL IF  
MOMENTARILY UPSET



# THE PERFECT INKWELL

Spill proof

doubly self-sealing

"seals with the pen in

seals with the pen out"

non-evaporating

dust-proof

spurt proof

durable

economical

attractive

and

fills fountain pens

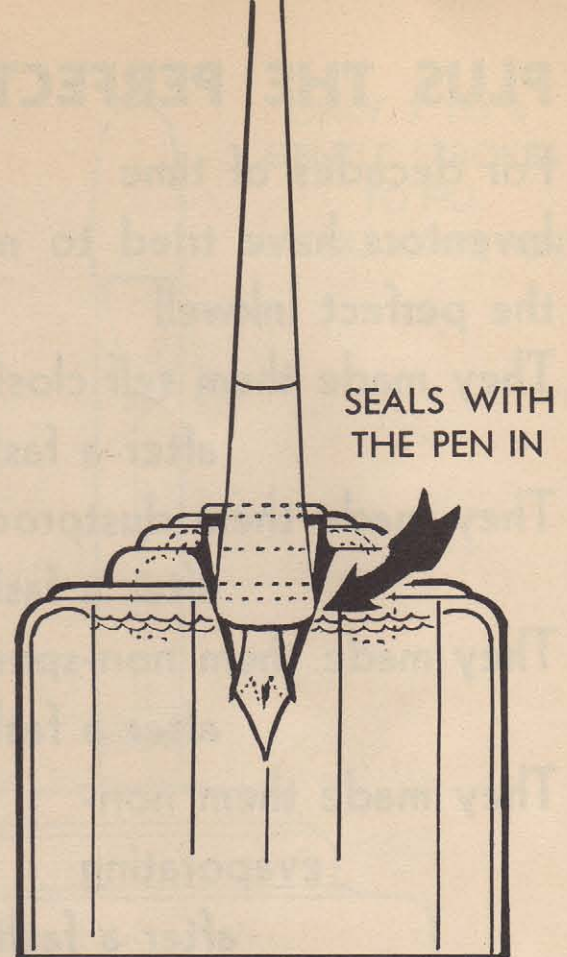
quickly

and without mess.

Keeps them working perfectly.

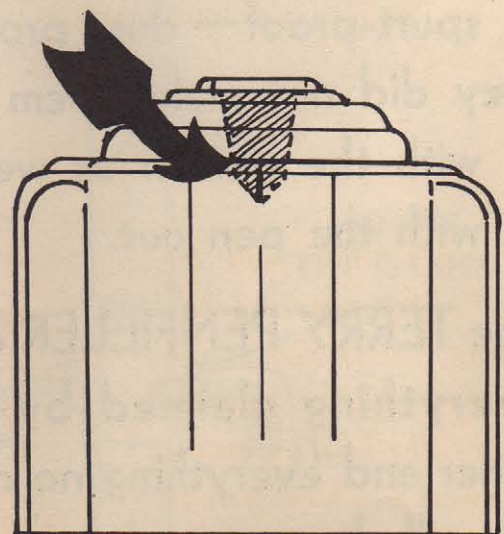
Keeps ink under control.

Pays its own way.



PREVENTS DRIBBLING

SEALS WITH  
THE PEN OUT

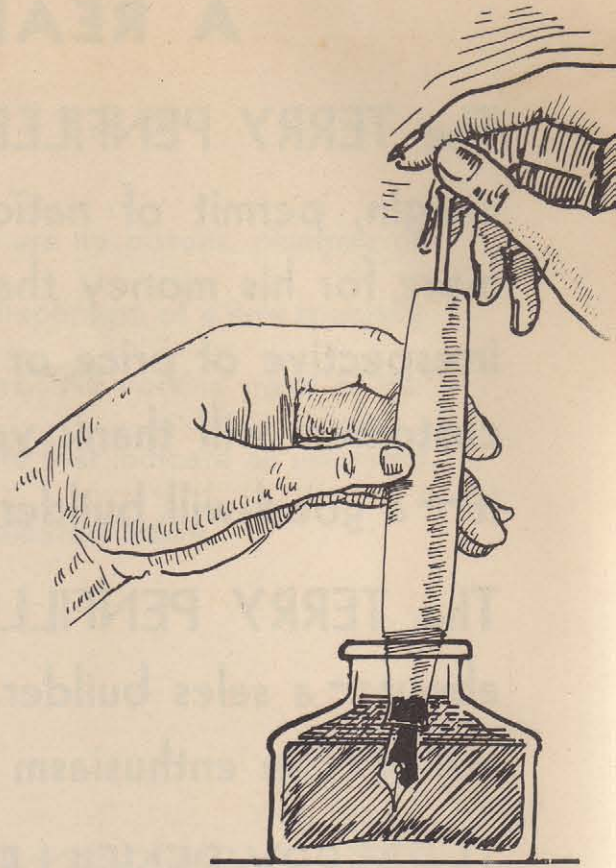


PREVENTS EVAPORATION



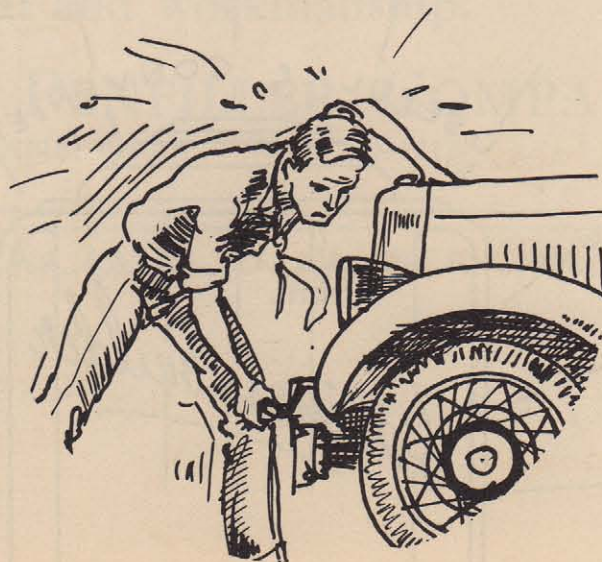
## DOUBLY PROFITABLE

The Terry Penfiller is to the fountain pen what the self-starter was to the automobile — press the button and presto, what was a revolting task becomes a mere incident. Just as the self-starter multiplied the acceptance and sales of automobiles, so the Terry Penfiller expands the market for fountain pens. The more convenient fountain pens are made to fill, the more they will be used — many people refuse to carry fountain pens because they are so messy. Fountain pens have yet to reach anything like their potential sales possibilities. All they need is the self-starter convenience — easy, quick, clean filling — without effort, annoyance or mess, the Terry Penfiller way. It is the final necessary convenience to bring fountain pens into universal use. Fountain pens help sell Terry Penfillers. Terry Penfillers help sell fountain pens. The Terry Penfiller is a double action profit builder.



*"Hand Cranking" with its mess and bother limits the sale of fountain pens just as it limited the sale of automobiles.*

*The Terry Penfiller will increase fountain pen use (and, therefore, sales) just as the self starter did for automobiles. It is the final necessary convenience which brings universal use and multi-million sales.*



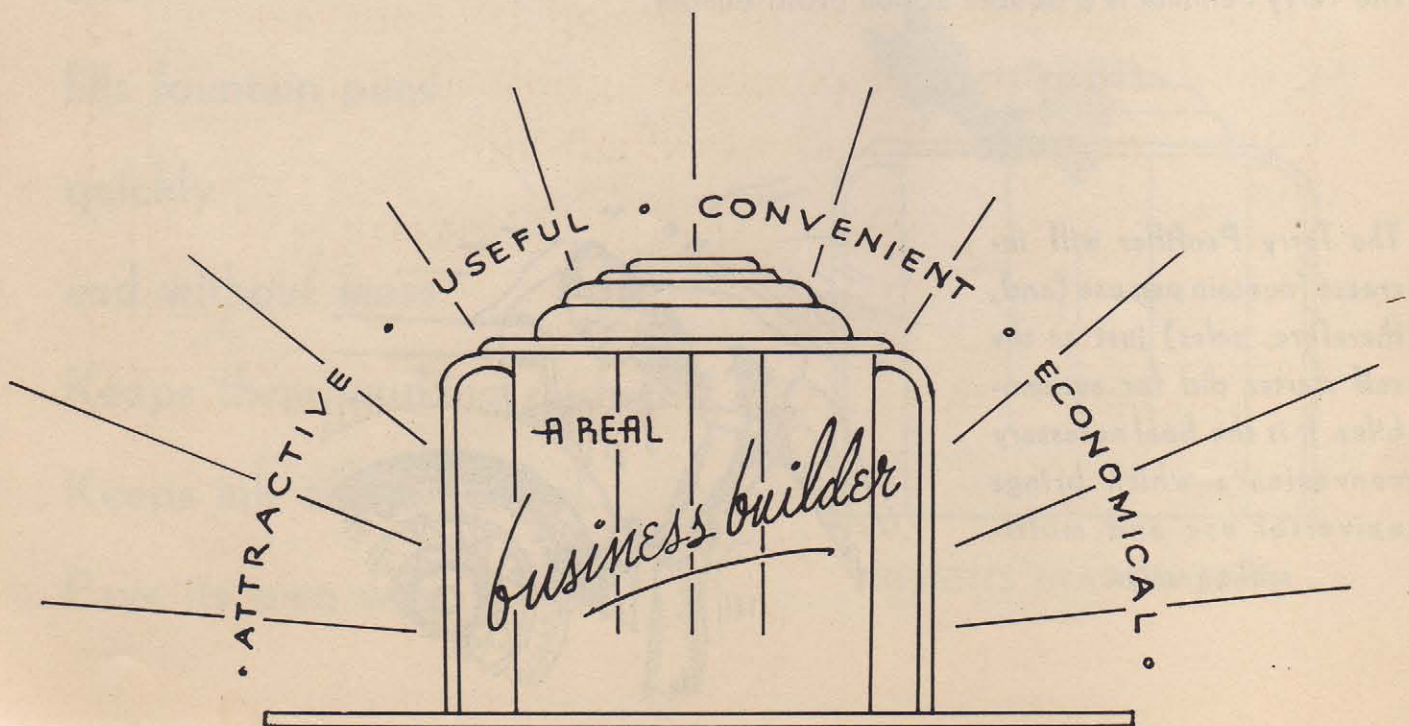


## A REAL BUSINESS BUILDER

The TERRY PENFILLER is priced to make you a worthwhile margin, permit of national advertising and give the consumer more for his money than he can obtain from any other inkwell irrespective of price or features. It is the kind of a device your customers will thank you for selling them every time they use it—a good-will builder.

The TERRY PENFILLER is a device one user tells another about—a sales builder. The kind of a device you take pride in selling—an enthusiasm sustainer.

The TERRY PENFILLER is a device that has everything—eye attractiveness—usefulness—economy—convenience—the elimination of all annoyances and messiness of ink getting where it shouldn't. Making fountain pens more convenient to use, easier to sell, saleable in greater volume.





## FULLY GUARANTEED

Made to serve a lifetime of convenience. There are no pistons, plungers or working parts to wear out or get out of order. The diaphragm of a new specially treated ink resistant rubber has a life of twenty years. All working parts of the Terry Penfiller have been subjected to rigorous tests that indicate an unlimited service in normal use. It is fully guaranteed as indicated below.

### • Guarantee •

The TERRY PENFILLER is fully guaranteed for the period of one year from date of purchase against all defects in material and workmanship.

TERRY PENFILLER COMPANY

JANESVILLE, WISCONSIN



THE  
TERRY  
*Penfiller*  
REG. U.S. PAT. OFF.

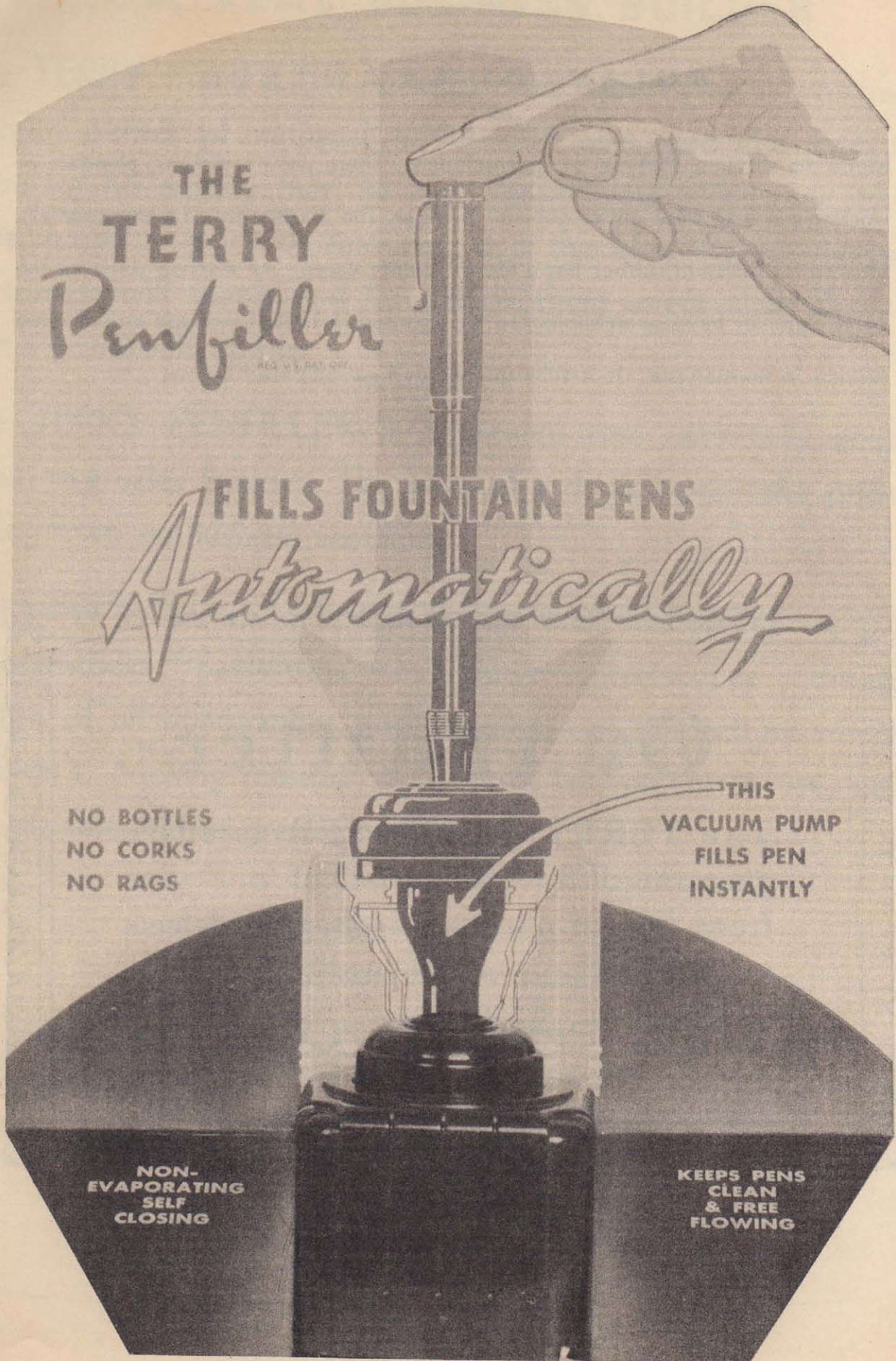
FILLS FOUNTAIN PENS  
*Automatically*

NO BOTTLES  
NO CORKS  
NO RAGS

THIS  
VACUUM PUMP  
FILLS PEN  
INSTANTLY

NON-  
EVAPORATING  
SELF  
CLOSING

KEEPS PENS  
CLEAN  
& FREE  
FLOWING





Fills  
Fountain Pens  
Automatically



the  
**TERRY PENFILLER**





PARTIAL LIST OF LARGE USERS  
OF TERRY PENFILLERS

Appalachian Coals Inc.	Cincinnati, Ohio
American Rolling Mills	Middletown, Ohio
American Beauty Iron Co.	Detroit, Mich.
Anker-Holth Manufacturing Co.	Port Huron, Mich.
Auditorium Conditioning Corp.	New York, N.Y.
Billings-Chapin Co.	Cleveland, Ohio
Bishop-Babcock Co.	Cleveland, Ohio
Brotherhood of Ry. & Steamship Clerks	Cincinnati, Ohio
Board of Education	Saginaw, Michigan
Beloit Chamber of Commerce	Beloit, Wis.
Beatrice Creamery Co.	Tulsa, Okla.
Burroughs Adding Mach.Co.	Detroit, Mich.
Cleveland Dental Mfg.Co.	Cleveland, Ohio
Cleveland Hotel	Cleveland, Ohio
Cleveland Trust Co., The	Cleveland, Ohio
Cleveland Plain Dealer	Cleveland, Ohio
City Ice & Fuel Co.	Cincinnati, Ohio
Cook Coffee Company	Detroit, Michigan
Capital Savings & Loan ASS'N.	Columbus, Ohio
County Commissioners Office	Dayton, Ohio
Citizens Federal Savings and Loan Company	Dayton, Ohio
County Recorders Office	Dayton, Ohio
Citizens Budget Company	Dayton, Ohio
C. M. & St. P. & P. Ry.	Chicago, Ill.
Detroit City Administrative Office	Detroit, Michigan Mr. Addy
Dayton Rubber Mfg. Company	Dayton, Ohio
Dayton Power and Light Company	Dayton, Ohio
Dutton's, Inc.	New York, N.Y.
Ernst & Ernst Co., The	Cleveland, Ohio
Ernst & Ernst Co.	Detroit, Mich.
Employers Mutual	Wausau, Wis.
Esterbrook Steel Pen Mfg. Co.	Camden, N.J.
Eaton Co., T.	New York, N.Y.
First National Bank	Port Huron, Michigan
Faultless Caster Corp.	Evansville, Ind.
First National Bank	Portage, Wis.
First & Merchants National Bank	Richmond, Va.
General Electric Co.	Cleveland, Ohio
Gransden & Co., C. L.	Detroit, Mich.
Goodrich Co., B. F., The	Akron, Ohio
General Electric Co.	Port Huron, Michigan
Gates Pipe and Investment Co.	Hillsboro, Ore.
Haydock-Lampson & Co.	Cincinnati, Ohio
Hankins Container Co.	Cleveland, Ohio
Holly Carburetor Co.	Detroit, Mich.
Huron Tractor Co.	Port Huron, Michigan
Huntington National Bank, The	Columbus, Ohio
Hastings Deering Limited	Sydney, Australia
International Union of Brewery F. C. & S. D. W. of America	Cincinnati, Ohio
Janesville Citizens Loan & Investment Co.	Janesville, Wis.
Kilian Co., The	Cedar Rapids, Ia.
Kelvinator Corp.	Detroit, Mich.
Lunkenheimer Valve Co.	Cincinnati, Ohio
Lakeshore Hotel	Cleveland, Ohio
Lincoln National Life Ins.	Fort Wayne, Ind.



Loose Wiles Biscuit Co.	Saginaw, Michigan
Lutheran Brotherhood	Minneapolis, Minn.
Lawyers and Merchants Translation Bureau	New York, N.Y.
Michigan Steel Tube Products	Detroit, Mich.
Michigan State Administrative Board	Lansing, Mich.
Michigan Mutual Life Ins. Co.	Detroit, Mich.
Michigan A. A. A. Club	Saginaw, Mich.
Manufacturer's Life Insurance Co.	Saginaw, Mich.
Michigan Sugar Company	Saginaw, Mich.
Morley Brothers	Saginaw, Mich.
Montgomery Co., E. W.	Greenville, S.C.
Mayers Co., L. & C.	New York, N.Y.
National Carbon Co.	Cleveland, Ohio
National Bank of Detroit, The	Detroit, Mich.
National Cash Register Co.	Detroit, Mich.
Northern Electrotpe Co.	Detroit, Mich.
National Professional Bureau	Sacramento, Calif.
Otis Steel Co.	Cleveland, Ohio
Ohio Fuel Gas Co.	Columbus, Ohio
Ohio Bell Telephone Co.	Columbus, Ohio
Owen King Lumber Co.	Dodgeville, Wis.
People's Building and Loan Co.	Saginaw, Mich.
Pittsburgh Plate Glass Company	Crystal City, Mo.
Russ Soda Fountain Co.	Cleveland, Ohio
Rock River Woolen Mills	Janesville, Wis.
Reilly, Penner and Benton	Milwaukee, Wis.
Rich Art Color Co.	New York, N.Y.
Spang Baking Co.	Cleveland, Ohio
Security Trust Co.	Indianapolis, Ind.
Servall Company	Detroit, Mich.
Smith Brothers Hardware Co.	Columbus, Ohio
Second National Bank	Saginaw, Mich.
State of Wis., Bureau of Purchases	Madison, Wis.
Sealed Power Corp.	Muskegon, Mich.
Stetson Co., John B.	Brocksville, Ontario
Trumbell Electric Co.	Ludlow, Kentucky
Telephone Answering Service	Detroit, Mich.
Texas Co., The	Houston, Tex.
United Screw & Bolt Co.	Cleveland, Ohio
Union Central Life Ins.	Cleveland, Ohio
Upjohn Company, The	Detroit, Mich.
United Motors Service	Detroit, Mich.
Valvoline Oil Co.	Cincinnati, Ohio
West Steel Casting Co.	Cleveland, Ohio
Wadsworth Electric Co.	Covington, Ky.
WEXL Broadcasting Station	Royal Oak, Mich.
Wayne County Board of Auditors	Detroit, Michigan Mr. Gutman
Wilcox Rich Corporation	Saginaw, Mich.
Winters National Bank and Trust Co.	Dayton, Ohio
Weil Clothing Co.	St. Louis, Mo.
Wadsworth Electric Mfg. Co., Inc.	Covington, Ky.
Westinghouse Air Brake Co.	Wilmerding, Pa.
Westinghouse X-Ray Company, Inc.	Long Island City, N.Y.
Wagner Co., A. T.	Detroit, Mich.
Welding Metals Mfg. Co.	Detroit, Mich.
Young Golf Co., L. A.	Detroit, Mich.

(See Supplementary Lists for Additional Names)



REPRESENTATIVE LIST OF TERRY PENFILLER DEALERS

Acme Printing & Stationery Co.,  
Minneapolis, Minn.  
A & E Supply Co., Duluth, Minn.  
Acres-Blackmar Co., Burlington, Ia.  
Adams Co., S. G., St. Louis, Mo.  
Albuquerque Typewriter Exchange,  
Albuquerque, N. M.  
Alchian Jewelry Co.,  
San Bernardino, Calif.  
American Stationery Co., Tucumcari, N.M.  
Anderson Photo Service, El Monte, Calif.  
Anderson Typewriter Co., Pasadena, Calif.  
Anger & Co., R. B., Oshkosh, Wis.  
Ann's Gift Shop, Hollywood, Calif.  
Arthurs, Inc., San Bernardino, Calif.  
Ashley-McCormick Co., Bridgeton, N. J.  
Allen's Office Supply Co., Troy, Ohio  
Beagley, F. G., Los Angeles, Calif.  
Beck Co., S. W., Elgin, Ill.  
Becker and Co., Inc., Boston, Mass.  
Bell Co., J. P., Lynchburg, Va.  
Bernstein Co., Ltd., The,  
Los Angeles, Calif.  
Bixby-Beattie Co.,  
St. Catharines, Ontario  
Blind Office Supply Co., Madison, Wis.  
Book Store, The, Faribault, Minn.  
Bossman, L. A., Horicon, Wis.  
Brady-Margulis Co., St. Paul, Minn.  
Broadway Dept. Stores,  
Los Angeles, Calif.  
Brown, Herbert F., Pasadena, Calif.  
Bunde & Upmeyer Engraving Co.,  
Milwaukee, Wis.  
Business Equipment Co., Peoria, Ill.  
Byers Office Equipment, Davenport, Ia.  
B-C-D Office Equipment Inc.,  
Detroit, Mich.  
Bleazby's, Detroit, Mich.  
Blossom Gift Shop, Detroit, Mich.  
Brooks Co., The, Cleveland, Ohio  
Burrows Bros. Co., The, Cleveland, Ohio  
Buckeye Office Supply Co., The,  
Cleveland, Ohio  
Barker's Sons Co., The S.,  
Cleveland, Ohio  
Bank and Office Supply Co.,  
Indianapolis, Ind.  
Bixby Office Supply Co.,  
Grand Rapids, Mich.  
Bramwood Press, Indianapolis, Ind.  
Baxter and Larsen, Owosso, Mich.  
Beecher Peck and Lewis Co.,  
Detroit, Mich.  
Business Supplies Service,  
Evansville, Ind.  
Budd and Company, Columbus, Ohio  
Ball, E. L., Stationer,  
Bakersfield, Calif.  
Banho, Egberto A., New York  
Barnum & Flagg, San Bernardino, Calif.  
Bay Cities Typewriter Co.,  
Santa Monica, Calif.  
Boyson Jewelry Co., Long Beach, Calif.  
Carlson Bros., In., Moline, Ill.  
Central Office Equipment Co.,  
Columbia, Mo.  
Central Typewriter Co.,  
Albuquerque, N. M.  
Chandler's Inc., Evanston, Ill.  
Chase Pen Shop, St. Paul, Minn.  
Christiansen Co., J., Sheboygan, Wis.  
Clark Office Supply Co., H. M.,  
Phoenix, Ariz.  
Cody Co., C. F., Dubuque, Ia.  
Coe Bros. Bookstore, Springfield, Ill.  
Commercial Factors Corp., New York  
Commercial Office Supply Corp., New York  
Crane & Co., Inc., Topeka, Kas.  
Camera and Gift Shop, Detroit, Mich.  
Curiosity Gift Shop, Detroit, Mich.  
City Book Store, Wooster, Ohio  
Columbus Blank Book Mfg., Co., The,  
Columbus, Ohio  
Cheney & Pruett, Bakersfield, Calif.  
Christenson, Trace, Stoughton, Wis.  
Dahlstroms Pen Shop, Los Angeles, Cal.  
Daly's Pen Shop, Milwaukee, Wis.  
Davidson-Pearsall Co., Aurora, Ill.  
Dayton Co., Minneapolis, Minn.  
Demaree Stationery Co., Kansas City, Mo.  
De Revey, Dr. A. G., Canton, Ill.  
Deuster, Leo J., Milwaukee, Wis.  
Doerner, Carl, Stationer,  
St. Cloud, Minn.  
Donaldson Co., L. S., Minneapolis, Minn.  
Drew Co., The H. & W. B.,  
Jacksonville, Fla.  
Dunsworth Book Store, Macomb, Ill.  
Durner, Geo., Jeweler, Milwaukee, Wis.  
Decker Co., Henry F., Evansville, Ind.  
Doubleday Bros. and Co., Kalamazoo, Mich.  
Danzer Co., The C. F., Sandusky, Ohio  
DeKleine Co., Franklin, Lansing, Mich.  
Diehl Office Equipment Co.,  
Columbus, Ohio  
De Beaulieu's Gift Shop, Whittier, Calif.  
Emporium, The, San Francisco, Calif.  
Erlenborn & Co., A. J., Aurora, Ill.  
Ervin, Ruth, Burbank, Calif.  
Eldred Co., The, Lorain, Ohio  
Educational Supply Co., The,  
Painesville, Ohio  
Economy Office Supply Co.,  
Grand Rapids, Mich.  
Emery-Pratt Co., The, Lansing, Mich.  
Ehrlich Co., Joseph H., Detroit, Mich.  
Ellar's Gift Shop, Hollywood, Calif.  
Famous-Barr Co., St. Louis, Mo.  
Field & Schlick, St. Paul, Minn.

(See Next Page for other Terry Penfiller Dealers)



Farnham Stationery & School Supply Co., Minneapolis, Minn.  
 Floyd Stationery Co., San Pedro, Calif.  
 Follets College Book Store, Champaign, Ill.  
 Fond du Lac School Supply Co., Fond du Lac, Wis.  
 Fountain Pen Shop, Los Angeles, Calif.  
 Franks Jewelers, Milwaukee, Wis.  
 Freeman, N., Jewelry Co., Phoenix, Ariz.  
 Free Press Stationery Store, Mankato, Minn.  
 Fritz-Cross Co., St. Cloud, Minn.  
 Fuchs, Alf. W., Milwaukee, Wis.  
 Foster Office Supply Co., The, Akron, Ohio  
 Fort Wayne Printing Co., Fort Wayne, Ind.  
 Friedbergs Jewelry Co., Detroit, Mich.  
 Francis-Orr Stationery, Beverly Hills, Los Angeles, Calif.  
 Frashers Inc., Pomona, Calif.  
 Furneaux, Geo. P., Long Beach, Calif.  
 Gambles Office Supply Co., Waukesha, Wis.  
 General Office Supply Co., Appleton, Wis.  
 Goff, Inc., Bill, Madison, Wis.  
 Grand & Toy, Ltd., Toronto 2, Canada  
 Grandlic, John, Sheboygan, Wis.  
 Gregory Mayer & Thom Co., Lansing, Mich.  
 Gruwell Wilcox Co., Los Angeles, Calif.  
 Guthrie's Inc., Evansville, Ind.  
 Gransden and Co., C. L., Detroit, Mich.  
 Gregory and Son Inc., W. B., Detroit, Mich.  
 Gate's, Battle Creek, Mich.  
 Gregory Mayer and Thom Co., Detroit, Mich.  
 General Office Supply Co., Detroit, Mich.  
 Gibson and Perin Co., Cincinnati, Ohio  
 Gibson & Son, S. N., Red Wing, Minn.  
 Golden Rule Stationers, Long Beach, Calif.  
 Goslin, H. T., Upland, Calif.  
 Gundelfinger & Meyers, Inc., Fresno, Calif.  
 Haines & Esseck Stationery Co., Decatur, Ill.  
 Hall, Chas. R., Akron, Ohio  
 Hallett School & Office Supply Co., Sterling, Ill.  
 Hartford's Book Shop, Rutland, Vermont  
 Harper Co., Geo. W., Albany, N. Y.  
 Heinze Bowen & Harrington, Phoenix, Ariz.  
 Herzog Publishing Co., New Ulm, Minn.  
 Hill & Co., Inc., Robert H., Troy, N. Y.  
 Hokamp-Keis, Quincy, Ill.  
 Holbrook Tribune News, Holbrook, Ariz.  
 Holden-Kahler Co., Cedar Rapids, Ia.  
 Hoskins-Meyer, Bismarck, N. D.  
 Hurd Printing & Stationery Co., Los Angeles, Calif.  
 Herpolsheimer Co., Grand Rapids, Mich.  
 Hudson Co., The J. L., Detroit, Mich.  
 Hanf, Chas. M., San Bernardino, Calif.

Heer Printing Co., The F. J., Columbus, Ohio  
 Hoefs Printing & Office Supply Co., Beaver Dam, Wis.  
 Hall, Wm., Merced, Calif.  
 Illinois Printing Co., Danville, Ill.  
 Iowa Typewriter Co., Iowa City, Ia.  
 Ihling Bros. Everard Co., Kalamazoo, Mich.  
 Indianapolis Office Supply Co., Indianapolis, Ind.  
 Ibler Office Supply Co., Freeport, Ill.  
 Inland Printing Co., La Crosse, Wis.  
 Janesville Stationery & Office Supply Co., Janesville, Wis.  
 Jefferson Stationers, Springfield, Ill.  
 Joliet Office Supply Co., Joliet, Ill.  
 Jones Typewriter & Business Furniture Co., Madison, Wis.  
 Josephson, C. L., Moline, Ill.  
 Jutson's Book Store, Long Beach, Calif.  
 Joslin Music and Art Store, Comeaut, Ohio  
 Jacobsen, Taylor, Jeweler, Fullerton, Calif.  
 Jacquin & Co., Peoria, Ill.  
 Johnson, Doell & Co., Wenatchee, Wash.  
 Kankakee Book Store, Kankakee, Ill.  
 Ketching & Co., Inc., Tom L., Natchez, Miss.  
 Keystone Stationery Co., Camden, N. J.  
 Kiel Bros., Inc., Huron, S. D.  
 Koch Bros., Des Moines, Ia.  
 Kuschbert Office Supply Co., Milwaukee, Wis.  
 Klebba's, Royal Oak, Mich.  
 Kay's Book & Stationery, Santa Monica, Calif.  
 King's Jewelry, Santa Monica, Calif.  
 Klupt & Co., Theo., Baltimore, Md.  
 Krebaum Co., La Crosse, Wis.  
 Kaegi & Co., W. E. Zurich, Switzerland  
 Lang Fuller Printing Co., Bloomington, Ill.  
 Latsch Bros., Inc., Lincoln, Neb.  
 Leising, Anthony, Milwaukee, Wis.  
 Lohmer, Joseph A., Minneapolis, Minn.  
 Luser, Fred, Milwaukee, Wis.  
 Leonard and Co., Detroit, Mich.  
 Lewis Co., V. B., Warren, Ohio  
 Lasker, Jeweler, Eau Claire, Wis.  
 Lewis, C. C., Jeweler, Huntington Park, Calif.  
 Liesey, C. F., Cleveland, Ohio  
 Lincoln Office Supply Co., Lincoln, Ill.  
 Lee Bros., Modesto, Calif.  
 Lee Bros., Turlock, Calif.  
 Liechti & Cie, J. G., Neualtschwill-Basel, Switzerland  
 Lennard Mfg. Co., Ltd. The, London, England  
 Mac's, W. T. McFadden, Decatur, Ill.  
 Manahan, Chas. F., South Pasadena, Calif.  
 Manual Art Co., Los Angeles, Calif.

(See Next Page for other Terry Penfiller Dealers)



Mason's Print Shop, Gallup, N. M.  
 May Co., The, Los Angeles, Calif.  
 Meffert Equipment Co., Louisville, Ky.  
 Midland Paper & Stationery Co.,  
     Minneapolis, Minn.  
 Midland Printing Co., Jefferson City, Mo.  
 Miller Co., H. C., Milwaukee, Wis.  
 Miller Davis Co., Minneapolis, Minn.  
 Miner Bookstore, Macomb, Ill.  
 Modern Office Appliance Co.,  
     Los Angeles, Calif.  
 Modern Stationery & Printing Co.,  
     Baltimore, Md.  
 Monarch Printing & Supply Co., The,  
     Marion, Ohio  
 Moore Stationery Co., Topeka, Kans.  
 Maxiene Gift Shop, Detroit, Mich.  
 MacTaggart-Hoffman Co., Port Huron, Mich.  
 Morrill Co., O. D., Ann Arbor, Mich.  
 Marshall-Smith Inc., Cleveland, Ohio  
 McClellan Book Store, Columbus, Ohio  
 Marshall Printing Co., Columbus, Ohio  
 Mac, The Medicine Man, Upland, Calif.  
 Marin, Augusto, Aguadillo, Puerto Rico  
 Marshall-Jackson Co., Chicago, Ill.  
 Mississippi Printing Co.,  
     Vicksburg, Miss.  
 Markovitch, Slobodan M., Belgrade, Serbia  
 National Office Supply Co.,  
     Waukegan, Ill.  
 Nehs, O. H., Milwaukee, Wis.  
 Niedecken Co., H., Milwaukee, Wis.  
 Norris Office Equipment, Monmouth, Ill.  
 Nan-C-Studio, Highland Park, Mich.  
 Nestor Typewriter Exchange,  
     Detroit, Mich.  
 Nitschke Brothers, Columbus, Ohio  
 Newtons Stationery, Ontario, Calif.  
 Office Appliance Co., Owatonna, Minn.  
 Office Equipment Brokers,  
     Los Angeles, Calif.  
 Office Supply Co., Racine, Wis.  
 Office Supply & Printing Co.,  
     Sheboygan, Wis.  
 Optic Publishing Co., Las Vegas, N. M.  
 Oshkosh Office Supply Co., Oshkosh, Wis.  
 Owen, Paul D., Troy, N. Y.  
 Office Supply & Printing Co., The,  
     Cleveland, Ohio  
 Office Supply House, Jackson, Mich.  
 Office Equipment Co., The, Canton, Ohio  
 Office Outfitters, The, Middletown, Ohio  
 Ohio State University, The,  
     Columbus, Ohio  
 Ormiston, O. B., Riverside, Calif.  
 Paramount Card & Pen Shop,  
     Los Angeles, Calif.  
 Parker Co., The, Madison, Wis.  
 Pasadena Stationery & Printing Co.,  
     Pasadena, Calif.  
 Patten Company, Ltd., Honolulu, T. H.  
 Perine Book Co., The, Minneapolis, Minn.  
 Pleukharp, Los Angeles, Calif.  
 Peterson Lithograph & Printing Co.,  
     Omaha, Neb.  
 Pinelli Quality Stationery,  
     Beverly Hills, Calif.  
 Polzer, Hubert L., Milwaukee, Wis.  
 Poucher Printing & Lithographing Co.,  
     Minneapolis, Minn.  
 Powers Mercantile Co., Minneapolis, Minn.  
 Pritchard Stationery Corp., Chicago, Ill.  
 Prompt Press Co., Detroit, Mich.  
 Pounsford Stationery Co., The,  
     Cincinnati, Ohio  
 Paramount Stationery Corporation,  
     New York  
 Patten Company, Ltd., Honolulu, Hawaii  
 Race Office Equipment, Oshkosh, Wis.  
 Racine's Office Supply Co.,  
     Green Bay, Wis.  
 Randall Co., The, Cincinnati, Ohio  
 Rex Stationery Co., New York, N. Y.  
 Robinson Co., J. W., Los Angeles, Calif.  
 Rockford Printing & Supply Co.,  
     Rockford, Ill.  
 Rollins & Co., C. H. Keokuk, Ia.  
 Rose Pen Shop, St. Paul, Minn.  
 Roshek Bros., Co., Dubuque, Ia.  
 Rost Sign & Paint Shop, Janesville, Wis.  
 Rayl Co., T. B., Detroit, Mich.  
 Roth Office Equipment Co., The,  
     Dayton, Ohio  
 Richmond and Backus Co., The,  
     Detroit, Mich.  
 Riders Pen Shop, Ann Arbor, Mich.  
 Roberts Co., The F. W., Cleveland, Ohio  
 R. B. Drug Store, Riverside, Calif.  
 Red Wing Printing Co., Red Wing, Minn.  
 Reeves Printing Co., Culver City, Calif.  
 Riege Stationery Co., Fresno, Calif.  
 St. Paul Book & Stationery Co.,  
     St. Paul, Minn.  
 St. Paul Office Equipment,  
     St. Paul, Minn.  
 Santa Fe Book & Stationery Co.,  
     Santa Fe, N. M.  
 Safford Co., E. T., Superior, Wis.  
 Schmidt Printing & Stationery Co.,  
     Rochester, Minn.  
 Schreiber, A. G., Milwaukee, Wis.  
 Schwabacher-Frey Co.,  
     San Francisco, Calif.  
 Sedlar, Michael N., Wauwatosa, Wis.  
 S. & T. Office Supply Co., Danville, Ill.  
 Siekert & Baum Stationery Co.,  
     Milwaukee, Wis.  
 Smith Bros., In., Oakland, Calif.  
 Smith & Butterfield Co., Evansville, Ind.  
 Smith & Thomson, New York  
 Southern California Stationers,  
     Los Angeles, Calif.  
 Sperry Office Furniture Co.,  
     St. Paul, Minn.  
 Spettel Office Supply Co.,  
     La Crosse, Wis.

(See Next Page for other Terry Penfiller Dealers)

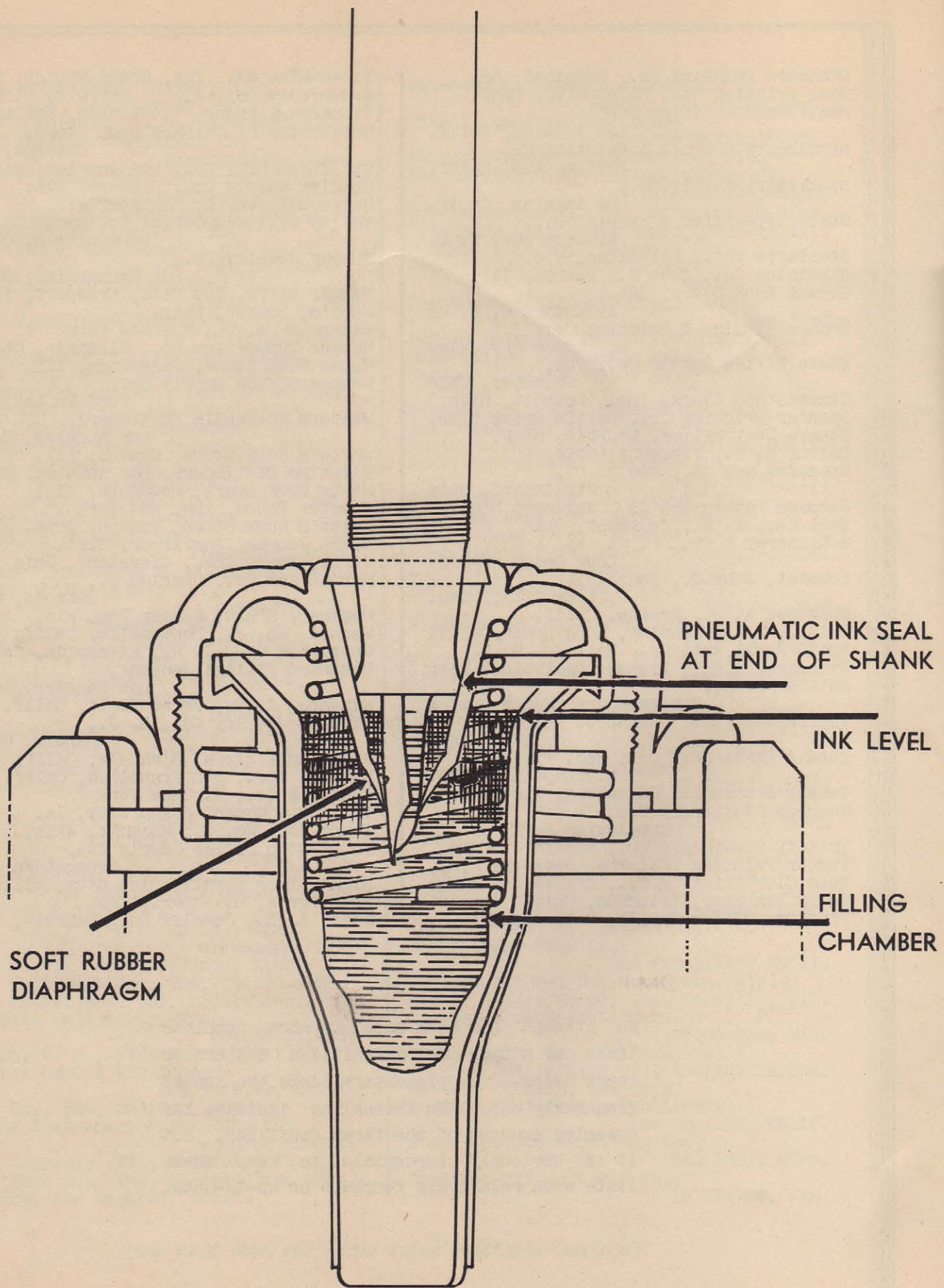


Standard Printing Co., Hannibal, Mo.  
 Star Printing Co., Miles City, Mont.  
 Stationery & Office Supply,  
     Los Angeles, Calif.  
 Stationery Service & Printing Co.,  
     Los Angeles, Calif.  
 Stationery Supply Co.,  
     Los Angeles, Calif.  
 State Typewriter & Supply Co.,  
     Albuquerque, N. M.  
 Stellar's Inc., Milwaukee, Wis.  
 Streibich Co., John C., Peoria, Ill.  
 Strong Book Store, Inc.,  
     Albuquerque, N. M.  
 Stuebe Binding & Printing Co.,  
     Green Bay, Wis.  
 State Office Supply Co., The,  
     Columbus, Ohio  
 Simmons and Clark, Inc., Detroit, Mich.  
 Spencer Printing Co., Battle Creek, Mich.  
 Square Deal Miller, Detroit, Mich.  
 Smith, B. B., Freemont, Ohio  
 Schaefer and Co., The W. F.,  
     Cincinnati, Ohio  
 Seemann Peters and Co., Saginaw, Mich.  
 Sell Co., E. H., Columbus, Ohio  
 Schinnerer & Co., F. J.,  
     Long Beach, Calif.  
 Schmidt, John C., Jeweler,  
     Lake City, Minn.  
 Shaddow, A. S., Fresno, Calif.  
 Smith, M. L., Jeweler, Long Beach, Calif.  
 Smith Metal Arts Co., Buffalo, N. Y.  
 Svanstrom & Co., Frans, Stockholm, Sweden  
 Suttner & Co.,  
     Johannesburg, South Africa  
 Tayler Weygandt, Goodspeed Co.,  
     Duluth, Minn.  
 Thomas Stationery Co., Geo. P.,  
     Minneapolis, Minn.  
 Temple & Carroll, Galesburg, Ill.  
 Thorbus Stationery Co.,  
     Huntington Park, Calif.  
 Trinity Stationery Co., Hartford, Conn.  
 Tucker Printing Co., The, Jackson, Miss.  
 Twin City Printing Co., Champaign, Ill.  
 Terry Pen Shop, Columbus, Ohio  
 Thompson Office Supply, Detroit, Mich.

Tisch-Hine Co., The, Grand Rapids, Mich.  
 Trowbridge Co., A. L., Detroit, Mich.  
 Timmerman, Frans, Vlissingen, Holland  
 University of Chicago Book Store,  
     Chicago, Ill.  
 Utilities Mfg. Co., Los Angeles, Calif.  
 Utility Supply Co., Chicago, Ill.  
 University Co-op, Madison, Wis.  
 Valley Office & School Equipment Co.,  
     Bakersfield, Calif.  
 Vondey Jewelry Co.,  
     San Bernardino, Calif.  
 Wagner Store, The Otto, Freeport, Ill.  
 Ward's, Boston, Mass.  
 Waterman Co., L. E., New York  
 Webber Typewriter Co., Glendale, Calif.  
 Weber Book Store, Galesburg, Ill.  
 Wegner Office Supply Co.,  
     Fond du Lac, Wis.  
 Western Wholesale Stationers,  
     Los Angeles, Calif.  
 White's Book Store, Canton, Ill.  
 Wilshire Stationers, Los Angeles, Calif.  
 Wirtz Book Store, Monmouth, Ill.  
 Wooster Press, The, New York  
 Wyatt's Book Store, Tucson, Ariz.  
 Wahr, George, Ann Arbor, Mich.  
 Wirtshafter's Inc., Cleveland, Ohio  
 Warren and Co., Charles W.,  
     Detroit, Mich.  
 Wegener, Ernst, Beaver Dam, Wis.  
 Wernli, Wm. J., Montebello, Calif.  
 Westbrook Co., J. R., Riverside, Calif.  
 Westwood Village Jeweler,  
     Los Angeles, Calif.  
 Wingate, J. T., Bakersfield, Calif.  
 Wiseman Jewelry Co., E. J.,  
     Anaheim, Calif.  
 Woods Book Store, Glendale, Calif.  
 Wobbers Inc., San Francisco, Calif.  
 Yabuki & Co., Y., New York  
 Yelland & Hanes, Mason City, Ia.  
 Young Co., Wm. G., Phoenix, Ariz.  
 Youngstown Office Supply Co.,  
     Youngstown, Ohio  
 Zion Office Supply, Zion City, Ill.  
 Zoekler's, Davenport, Ia.  
 Zier, A. E., Jewelry Co., Detroit, Mich.

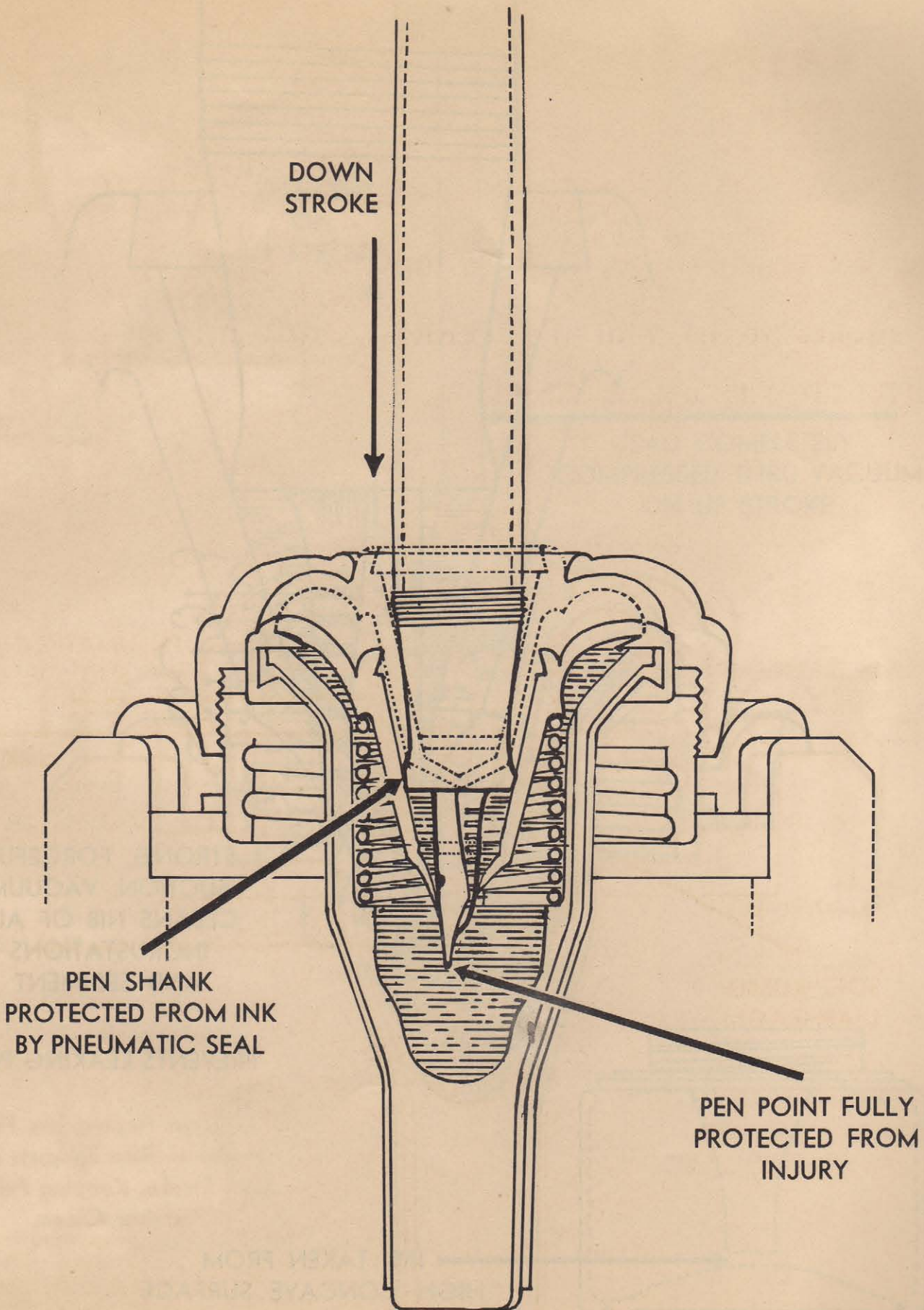
No attempt has been made to show complete lists of either Terry Penfiller dealers or large users. Supplementary lists are issued frequently which in themselves indicate the sweeping success of the Terry Penfiller, but it is obviously impossible to keep these lists even relatively complete or up-to-date.





FIRST — Pen Seated in Penfiller.





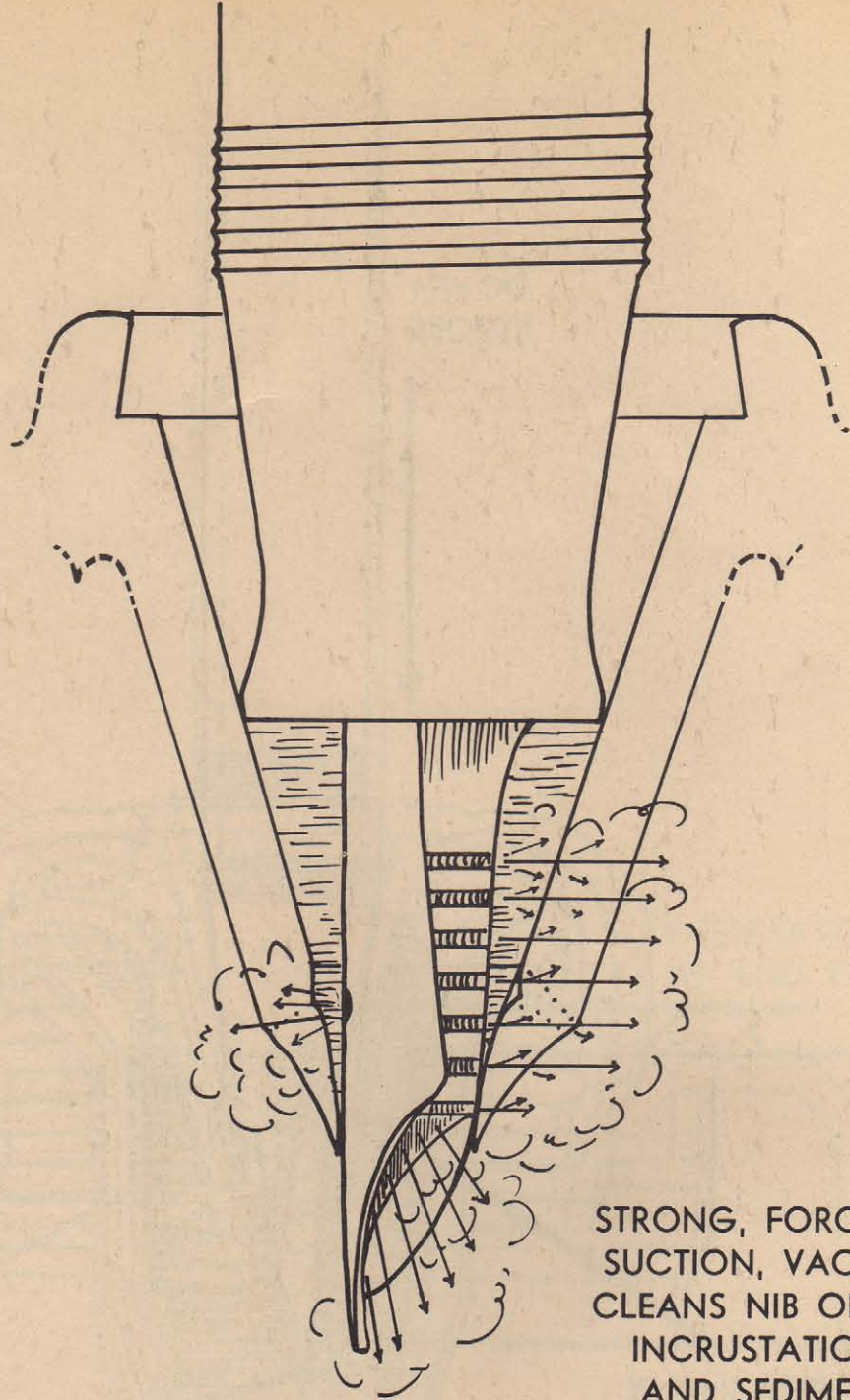
DOWN  
STROKE

PEN SHANK  
PROTECTED FROM INK  
BY PNEUMATIC SEAL

PEN POINT FULLY  
PROTECTED FROM  
INJURY

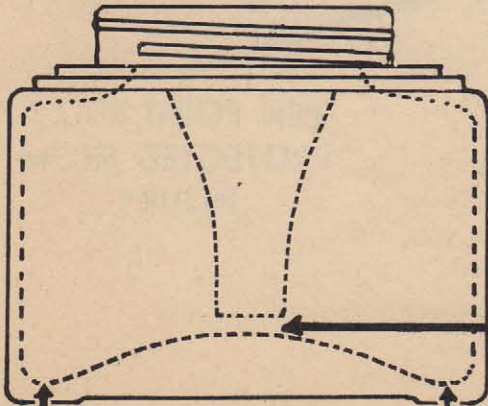
SECOND — Compression Stroke  
(Gently Pressed Down About 1/4 Inch)





STRONG, FORCEFUL  
SUCTION, VACUUM  
CLEANS NIB OF ALL  
INCRUSTATIONS  
AND SEDIMENT

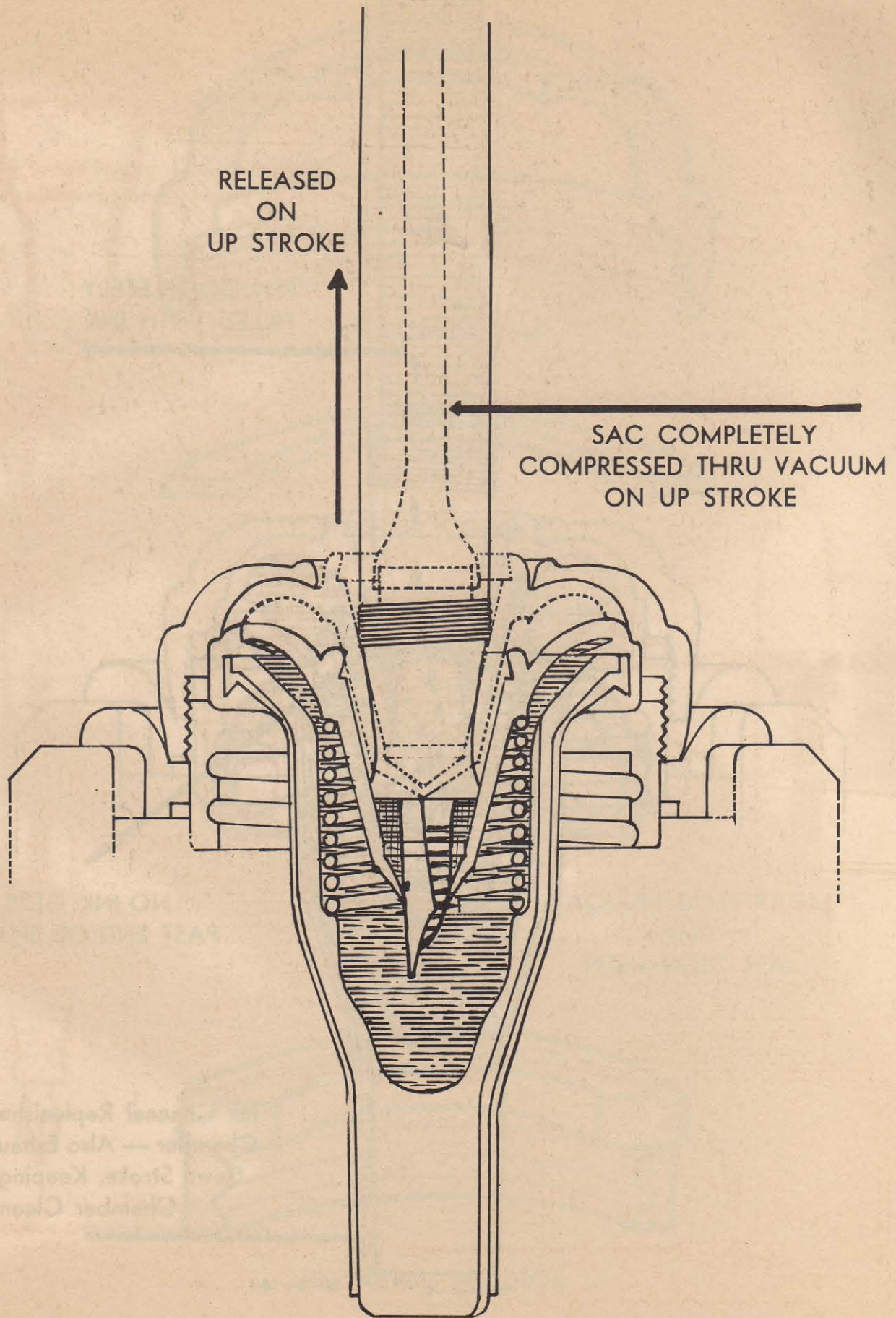
PREVENTS LEAKING PENS



INK TAKEN FROM  
HIGH CONCAVE SURFACE

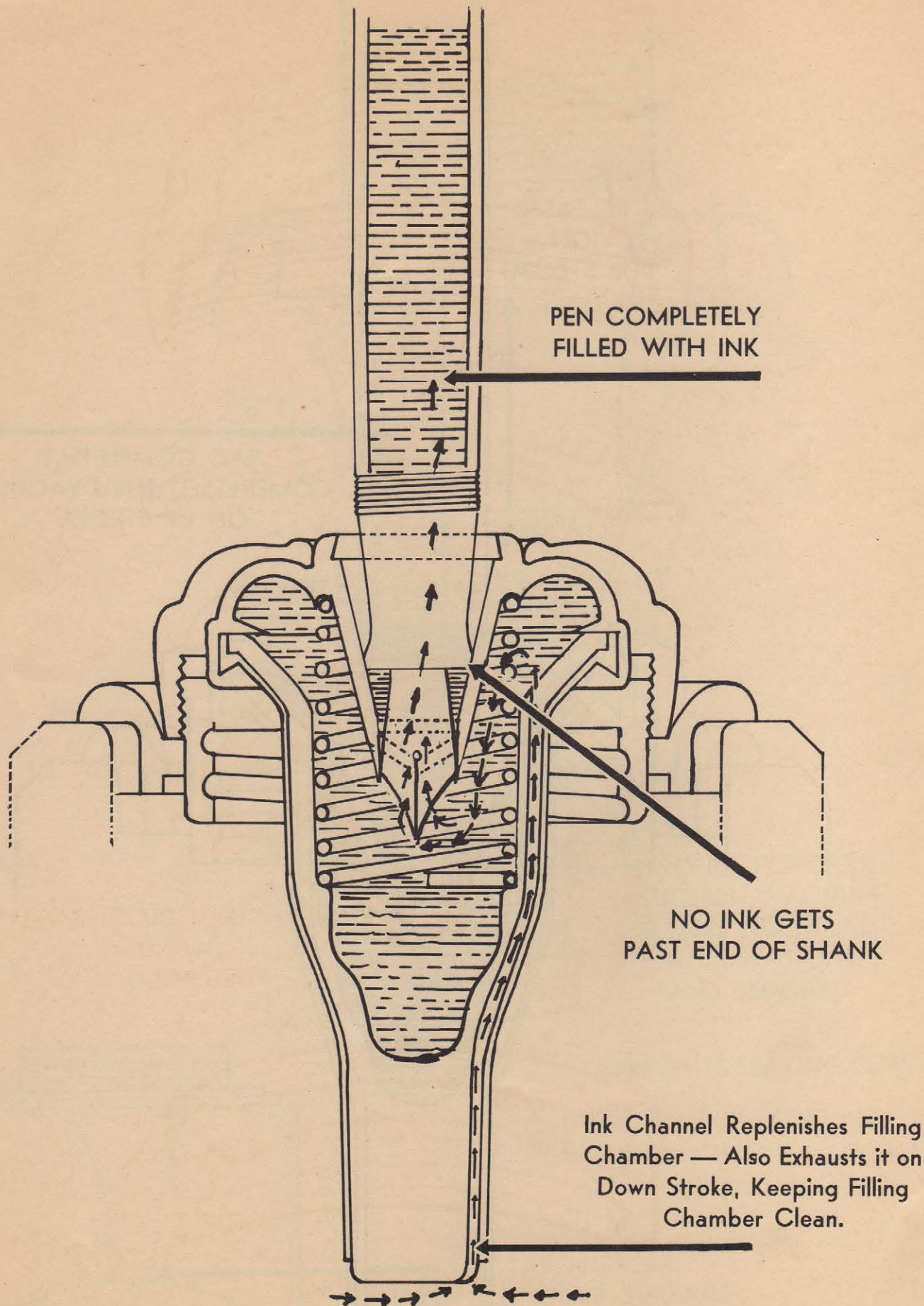
SEDIMENT  
SETTLES AROUND LOWER  
EDGE — SEE "FOURTH"





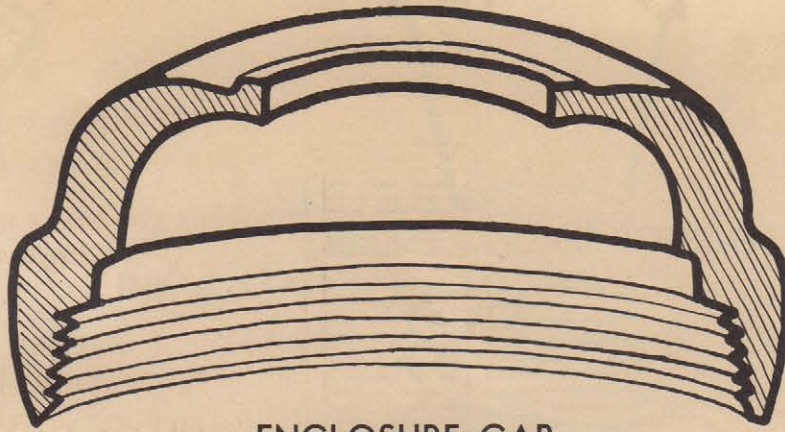
THIRD—Pen released, Penfiller evacuating air completely.





**FOURTH** — Atmospheric pressure forces ink into pen, filling more completely than pen's own mechanism.

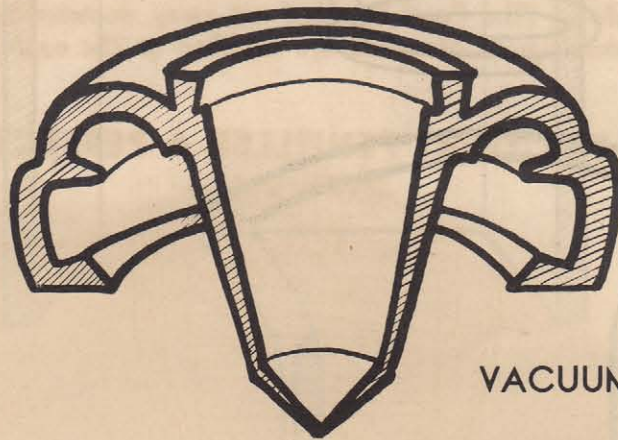




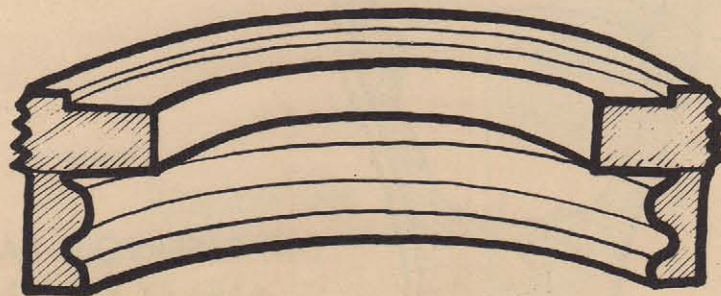
ENCLOSURE CAP



ASSEMBLY GASKET

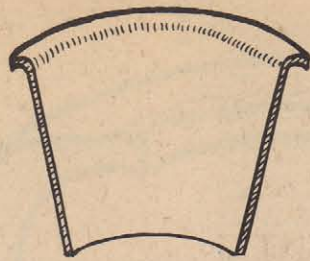


VACUUM DIAPHRAGM  
AND  
PNEUMATIC SEAL

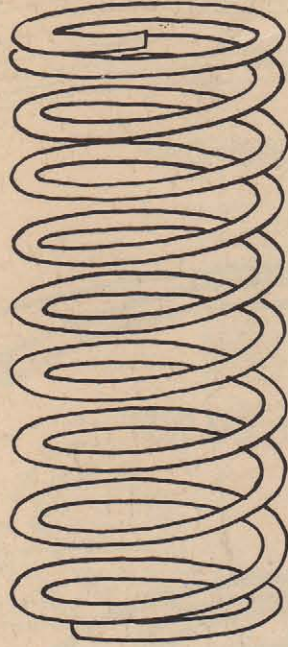


UNIVERSAL ADAPTOR

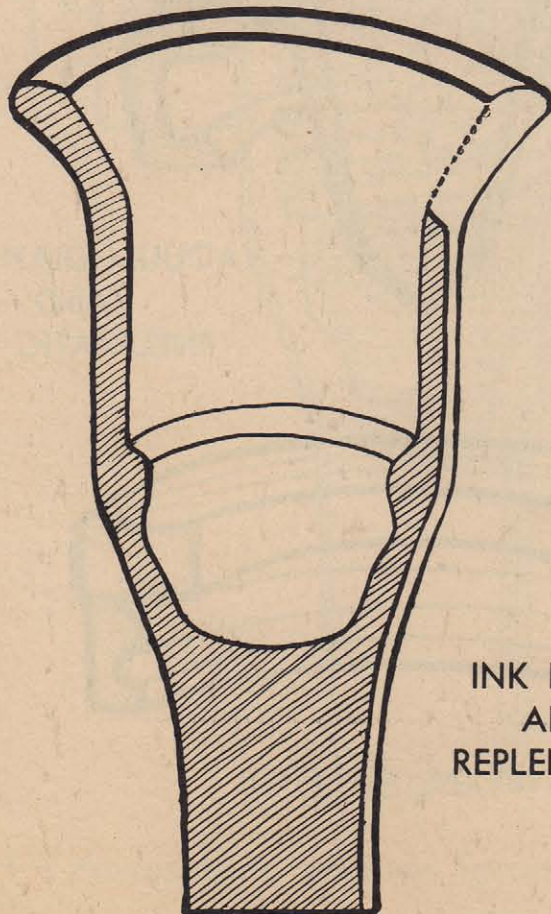




PEN STOP SEALING FERRULE



VACUUM COIL  
SPRING RELEASE  
(Allegheny Stainless Steel)

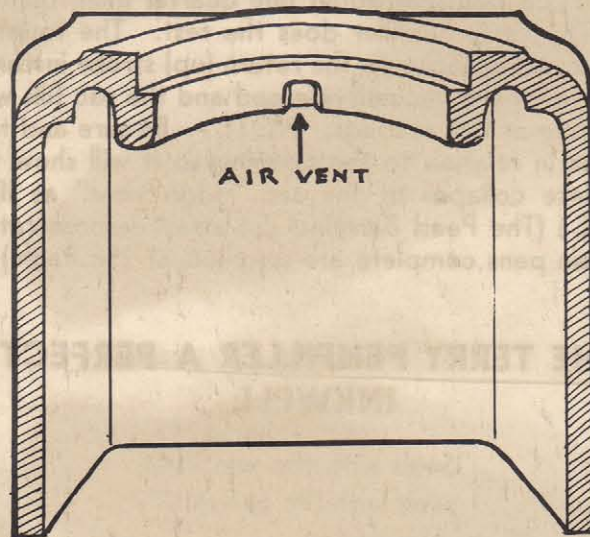


INK RESERVOIR BARREL  
AND BY PASS INK  
REPLENISHING CHANNEL





BARREL SLEEVE  
AND  
INK CHANNEL ENCLOSURE



MODERNE PLASKON  
CASE



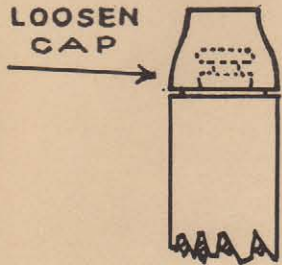
RESERVE INK  
SUPPLY



# THE TERRY Penfiller SALES DEMONSTRATION DATA

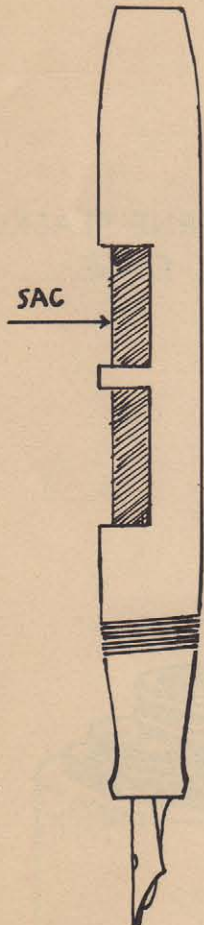
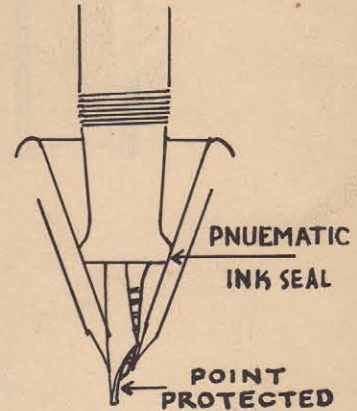
The Terry Penfiller will FILL all sac and vacuum type pens. The sac pen in one easy simple stroke — the vacuum type in three or four repetitions of the filling stroke.

There are two kinds of sac type pens. With the one, where the sac is compressed by a button on the end, the cap covering should be loosened to permit passage of air while filling.



The piston or plunger type pens cannot be filled by the Terry Penfiller without the use of the pen mechanism. But it will do so with perfect protection to the pen point and without getting ink on the pen shank, spilling ink, etc.

The easiest way to demonstrate the Terry Penfiller is with a cut-away pen as illustrated. Insert this pen in the penfiller, slowly pushing it down, depressing the PENFILLER pen seat about one quarter inch, then let go. The Terry Penfiller does the rest. The fountain pen sac will collapse on the return (up) stroke instantly followed by the vacuum released and the sac fills with ink in four or five seconds. NOTE — Be sure and turn the sac in relation to the opening so it will show the complete collapse of the sac "edge view" as illustrated. (The Pearl Barreled cut-away demonstrating fountain pens complete are supplied at 25c each.)



## THE TERRY PENFILLER A PERFECT INKWELL

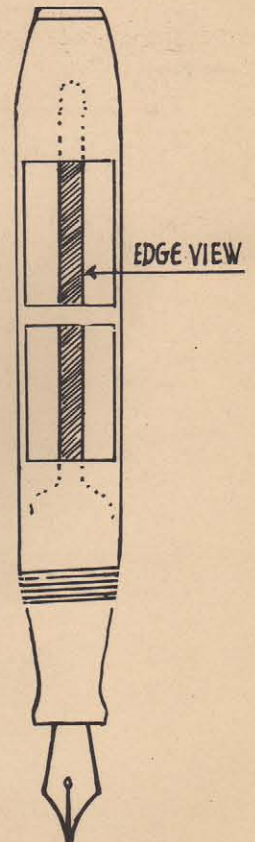
"Seals with the pen in — seals with the pen out."

In addition to being the last word in fountain pen filling, the Terry Penfiller is the perfect inkwell for "dip pens."

A complete unit — a pen dip for any pen — doubly self-sealing — seals with the pen in — seals with the pen out — non-spillable — non-evaporating — pays for itself in ink saving. The most complete and satisfactory inkwell on the market.

A double value —

A perfected penfiller and a perfected inkwell.



The Terry Penfiller fills the pen more completely than the pen's own mechanism. Eliminates sucking in of air, preventing a higher pressure of air above the ink, eliminating leaking and blotting at first writing. Fills at atmospheric pressure only. Vacuum cleans and flushes the nib removing all incrustations and sediment keeping the pen clean and free flowing, in perfect writing condition at all times.

"Made to serve a lifetime of convenience"



